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Vol. 10 OCTOBER 1928 No. 4

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# ... ASBESTOS ...

A MONTHLY MARKET JOURNAL

DEVOTED TO THE INTERESTS OF THE ASBESTOS AND MAGNESIA INDUSTRIES

A. S. ROSSITER - - - EDITOR

*PUBLISHED BY*

C. J. STOVER

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## CONTENTS

| | Page |
|---|---|
| Amosite—Its Discovery and Early History | 3 |
| Improving Air Cell | 10 |
| Asbestos as a Seal | 12 |
| The Boomerang | 16 |
| Fact and Fancy | |
| Fireproof Paper | 18 |
| Rock Drills in Rhodesia | 18 |
| A Trip in Southwest Africa | 18 |
| Fifty Suggestions for Increasing Your Sales | 20 |
| The Amianthus Mine | 20 |
| The Malipsdrift Area | 21 |
| White Crocidolite | 22 |
| Market Conditions | 24 |
| Contractors and Distributors Page | |
| The Pipe Covering Mechanics' Tools | 28 |
| Wage Notes | 30 |
| Building | 30 |
| Automobile Production | 32 |
| Little Lessons in Selling. | |
| Sell your Buyer as He Wants to Be Sold | 34 |
| Brake Lines | 36 |
| Imports and Exports | 38 |
| Production Statistics | 43 |
| News of the Industry | 44 |
| Patents | 54 |
| This and That | 55 |

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Photos by courtesy of Jan De Witt of Amsterdam, Holland.

*South African Asbestos Mining Activities.*
*Top. The transport of the rock material near the Mine.*
*Bottom. Primitive method of grading by women natives.*

# Amosite--Its Discovery and Early History

By E. G. Bryant, Prieska, S. A.

Amosite is a discovery of the twentieth century: it was first distinguished as a definite mineral by A. L. Hall of the South African Geological Survey in 1907, and the first mining of it dates from about the same time.

The men who obtained, from the old Transvaal Chief Secocoeni, the concession to work the deposits, were Messrs. Wayne and Ward. They formed a small company called the Asbestos Mines of South Africa and their mines were known as "Egnep" (the name of the farm "Penge" spelt backward) and "Amosa" (the initial letters of the company's name). Dr. Hall adapted the name of the latter mine to christen the new mineral.

*Lower Drying Floor of the Egnep (Amosite) Mine*

Amosite, like crocidolite (blue asbestos) is a typical South African product; and the two occur together in the same geological series, the Pretoria beds, and in the same localities. In the Prieska and Kuruman areas of the Cape the "blue" predominates and the amosite is negligible; in the Transvaal amosite reaches its maximum development while the "blue" is of inferior quality. On the whole Amo-

site appears to occur in a lower horizon than crocidolite.

Mineralogists class both these varieties under the name of monoclinic amphibole asbestos, and chemically they are very similar, both being high in iron content and low in magnesia, lime and alumina. Soda, which is very characteristic of crocidolite is less in amount, or entirely absent from Amosite. The color of Amosite varies from almost white, thru various shades of pale grey to a greenish tinge; its most distinctive property is the enormous length of the

*Amosite seams in the Egnep Mine.*
*Length of the fibre can be roughly judged by the ¼ lb. hammer at the left.*

fibre, six inches being an ordinary length, while it is found up to fourteen inches. (Specimens of asbestos are known in Brazil of equal length to the above and of silky texture and blue color, but there is no information available as to their relation to the African products).

The pioneers in the Amosite industry were faced with many difficulties, the deposits being in extremely rugged country around the Oliphants and Malip Rivers, roadless

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and sixty miles from the nearest railway at Lydenburg; they had to face the jealousy of the older and very powerful "white asbestos" people, and the unwillingness of manufacturers to experiment with an unknown product; lastly there were difficulties inherent in the material itself, owing to its length, wastage in preparing the fibre and poor spinning quality.

Asbestos is known to occur thruout a belt of country upwards of one hundred miles from east to west, but serious work has only been found possible on three mines, the 'Egnep," and "Amosa" mentioned above on the farms surveyed as Penge and Stratham, and the Malips Drift mine on the Malips River. All these mines are owned by the Cape Asbestos Company, the total production being from 450 to 600 tons a month. The mines have been fully equipped with all necessary machinery and the Company has firm faith in the future of Amosite. The output is

*Giving an idea of the country in which Amosite is found, it being obtained from the lower hills in the middle distance. The mountains at the back are a portion of the Drakensberg, towering two or three thousand feet above the mine.*

being steadily increased and the supply of material appears practically inexhaustible. A steady development policy is being pursued; the workings being down to 400 feet or more in the dip, and the quality of the product is said to be superior at this depth to that on the upper levels, while the deposits show no sign of diminishing in output.

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The illustrations give some idea of the country in which Amosite is found.

Recently a number of new companies have been floated in South Africa, particularly for exploiting the amosite occurrences in the Transvaal, in fairly close proximity to the mines above mentioned. As yet there is no very great production from these newer developments, and it is of course impossible to make any guess as to the potential production of the material, depending on whether these newer developments are found to be profitable undertakings.

One mistake made by the original owners (among whom should be mentioned W. Weingarten as he worked for years to obtain a market for the material) was to concentrate their attention on the spinning utilities of the fibre. Amosite compares quite well with "white" and "blue" as far as strength, fiberizing capabilities, resistance to heat and acids and non-conductivity, are concerned, but for some reason, its spinnability is poor. It can be produced very cheaply, however, and in large amount, therefore its main use appears to be in constructional work, asbestos building materials, etc. For this class of work long fibre is a disadvantage, the ideal length being half an inch or even less, and for years past attempts have been made to chop the long fibre up into suitable lengths. A number of different machines are being tried out, partial success achieved, and lengths of three quarter inch or thereabouts are produced in quantity. If a half inch grade could be made the demand would be measured by the thousand of tons instead of the present hundreds.

It should be added that a portion of the output of the Malips Mine is used, uncut, for the making of *flexible* asbestos sheets by the Wilson patents, a small factory being in steady work in Cape Town, which produces flexible material of large size and of excellent quality.

---

Editor's Note. A further article, concerning Amosite and its growing popularity, will be published in the November number.

**OPPORTUNITY.** For party interested in manufacture 85% Magnesia insulating material, to take over large part of output of magnesia plant in central Ohio. Very light, fluffy goods made by bicarbonate process. Suitable brick building with power, heat, shipping facilities at hand. This proposition has great possibilities. For further information address W. A. Tippie, 2125 Arthur Avenue, Lakewood, Ohio.

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# Improving Aircell

For years Air Cell Covering has been manufactured in about the same way of about the same quality by a number of manufacturers. It appeared to serve its purpose, which is principally, the adequate insulation of house heating plants, and—that was that.

The insulation qualities of aircell at time of installation are, perhaps, entirely adequate for the low pressures for which it is used, but recently it dawned upon manufacturers that the insulating life of aircell covering is not as long as it should be, especially in view of the high cost of application.

Asbestos Paper is not very durable when subject to blows which are inevitable in the cellar of the modern home, and dampness tends to soften the paper and make it even less resistive to knocks and bumps. The canvas covering generally used is of a very open weave and light weight—a very light blow can easily injure the canvas and puncture the covering.

It is no wonder therefore, when a man carries a step-ladder thru the cellar, or the small boy carries on acrobatic stunts in this rainy day playground, that holes are made in the covering, which not only detract from the appearance and are the beginning of a larger hole, but ruin the insulation qualities, defeating the very purpose for which the heater pipes were covered.

Some manufacturers have partially solved the problem by giving the covering two or three extra wraps of asbestos paper. This makes the covering more rigid, protects it somewhat from blows, gives a smooth, even appearance and enhances the insulation qualities rather than otherwise.

Another suggestion is for heavier canvas, giving about the same results as the several wraps of paper.

These improvements may cost a little more, and goodness knows insulation for a house heating plant costs enough already, but if we are assured that the insulation will really insulate indefinitely, we won't mind spending a few more pennies in the first place.

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IMPORT

EXPORT

# Asbestos as a Seal

By H. C. Charles

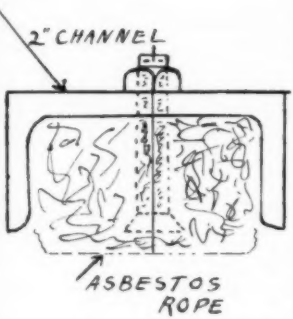
The problem of making an effective seal against the loss of heat and filtration of smoke in special designs, often confronts the engineer.

Not infrequently, the seal must be made between steel elements, making the ordinary heat resisting cement impractical. Ordinary packing cannot be used at times because of the heat, and various other considerations cause the designer to cast about for some effective sort of sealing material.

It is remarkable how much unnecessary heat loss exists in industrial equipment. For example, the boiler setting. We can go into almost any boiler room and find cracks between the steel work and the furnace large enough to throw a cat thru. The setting leaks in many places and if there is no infiltration of cold air, then there is smoke pouring out into the room. Take a look at the baking ovens about the plant. Here is an operation where the heat is far less severe than experienced in the boiler room, yet its loss is at times far more important from an operating standpoint. Uniformity of temperature is the keynote of most baking ovens and without uniformity the oven is of little effect.

A crack beneath the door looks small and indeed it may be small, yet large enough to affect the operation considerably. A crack along the wall, at the roof juncture, along the floor and around the flues often serves to upset the control of the oven to the extent that hundreds of dollars worth of product goes to waste. Perhaps the most bothersome place is around the doors. These doors are either swinging or sliding. In either case the matter of making the joint tight is difficult and involves a problem pertinent to the oven operation.

One designer tried to avoid a heat loss beneath the door of a set of ovens by the method shown in the illustration. The door is of the vertical sliding type, con-




structed of two inch channel iron frame. Between the door sheets is a two inch wall of high class insulation. The door is clamped tight against the oven front when closed but this would not insure a tight joint at the bottom where the bottom of the door rests on the floor. The floor plates are bound to warp and altho the joint may be reasonably tight when the ovens are new, there is bound to be a considerable crack develop after use.

The two inch channel with the legs outward forms a good recess for the reception of some sort of packing. The question was where could a packing be obtained that would stand the heat which at this point would be about 250 degrees F. The answer was asbestos. Ordinary materials would char at this temperature but asbestos would stand the heat and at the same time it would be resilient enough to conform with the floor surface.

Asbestos rope was obtained and secured between the legs of the channel. It was held there by small screws pulled down tight enough so that their heads were below the surface of the rope. At the time the writer noticed this application a renewal was being made, the original packing having been in use for four years. From an operating standpoint this seal along the bottom of the door of these ovens was of such importance that it was replaced just as soon as there appeared to be the slightest leakage.

Many power plant men would welcome a suggestion that would assist them in making their front doors on the boiler setting tight. In the fire tube boiler, such packing will be subjected to considerable temperature; but copper shell asbestos gaskets have been used with considerable success here. The usual method of installation is to

secure the gasket to the iron frame by screws countersunk into the gasket and then renewing them every four or five years. There is a very definite resiliency to these gaskets which makes them exceptionally durable as a seal. In cases where the crack is not sufficient to allow the gasket between the door frame and the boiler front the gasket is secured to the door frame in an edgewise manner allowing the edge to lay flat against the boiler front when the door is closed.

Asbestos gaskets constructed with a copper shell over the asbestos have come into wide use thruout the steam plant. The question often arises—Of what advantage is the copper covering on asbestos gaskets? Those who have used gaskets in steam pipe work, beneath the valve bonnet, in flange fittings and other places, know that, regardless of the material of which the gasket is made, it has a tendency to stick to the surface of the connection. This renders the gasket good but for one use. In the event of a repair the gasket is spoiled, torn and otherwise destroyed long before its full life has been experienced.

Perhaps this is best understood when we mention the cylinder head gasket for automobile engines. Everyone is more or less familiar with this gasket. It is, preferably, covered with copper for two reasons: First, to provide additional strength to withstand the high pressure existing within the cylinder, and Second, to prolong its life. Thus it is with the gaskets used in steam work. Instead of sticking to the joint surface, the copper lined gasket comes off readily and can be used in the new joint. The asbestos filler has resiliency as long as there is a piece of it left, but being more or less fibrous it would not last as long without the copper protection.

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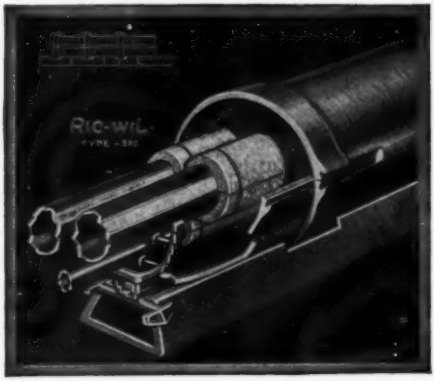


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RIC-WIL

UNDERGROUND CONDUIT

# The Boomerang

In the August number we discussed the bad practice of "knocking" the other fellow's products.

Since then a concrete instance has come to our attention, a recital of which may convince salesmen of the folly of running down the other fellow's materials.

There was in the Middle West not long ago, a large job on which a certain asbestos material was specified. It was rather certain that one of the manufacturers of that asbestos material would receive the order.

Because of its size a lot of hard work was put into the job by salesmen from the various asbestos firms who made this particular material.

Now while the material made by the various manufacturers is almost identical in size, shape, purpose, contents and quality, some slight differences do exist.

An overzealous salesman, in trying to get the order for his firm, did not content himself with impressing on his customer the quality of his own goods, but made the statement that the material offered by one of his competitors was not strong enough for the purpose.

The materials offered by the various asbestos manufacturers were so nearly identical that the statement in itself was ridiculous, and the engineers on the job found it hard to believe that one man's material would be satisfactory when the other would fail. They therefore decided that they did not want to try *any* of that particular kind of material, and the salesman's statement "queered" the order for the whole industry.

An entirely different kind of material was purchased, and the asbestos industry not only lost the job but acquired a prejudice against their material which it will be very hard to eradicate.

Knocking your competitor's goods does not pay at any time, and often it rebounds to your own detriment.

# ASBESTOS

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*Canadian Spinning Fibre*
*Canadian Shingle Fibre*
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# FACT AND FANCY

**Fireproof Paper.**

A possible substitute for Asbestos Paper is described in Week's Science.

The paper is the invention of Franz Franck, a German chemical engineer. It is made of cellulose fibres like ordinary paper, but the fibres are put thru a chemical treatment which makes them virtually unburnable. The exact nature of the treatment is not disclosed.

No data as to cost is given, but it is generally found that chemical treatments are quite costly, and we doubt whether the asbestos paper manufactuers have anything to fear from this process for some time to come.

**Rock Drills in Rhodesia.**

Some of our readers may be interested in knowing that rock drills have proven very satisfactory in the Nil Desperandum Asbestos Mine (Rhodesia).

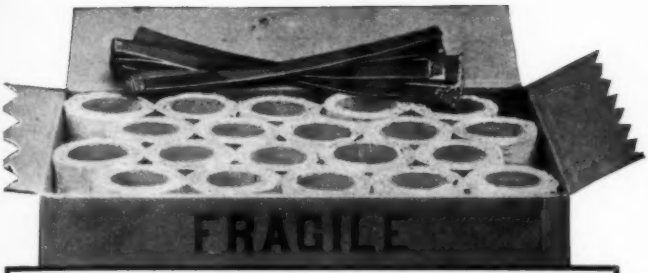
For some time it has been an open question on the asbestos fields of Rhodesia, as to whether rock drills could be employed to replace hammer boys.

The Nil Desperandum over a year ago made a complete installation of Holman drills, and upon finding them satisfactory, the neighboring Shabani mines followed suit. We are indebted to the South African Mining and Engineering Journal for this information.

**A Trip in Southwest Africa.**

One of our correspondents in Africa has recently taken a trip thru Southwest Africa, for the purpose of examining certain asbestos deposits in that section. He tells us that from Kutmanskup to Swakopmond, a distance of some 500 to 600 miles, claims have been pegged and a good deal of excitement prevails. There is asbestos in many places but its actual value is impossible to gauge at present as practically no work has been done and where money was spent in past years, it was largely wasted.

The deposits actually seen include chrysotile (two occurrences) and tremolite, also in two different localities.

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One of the latter was an enormous deposit of pure white, but mainly very short and weak fibre. The other a trifling occurrence of bluish gray stuff. The chrysotile seen was only surface samples but appeared to be good quality and one deposit looked distinctly promising. Other occurrences of chrysotile were reported but not visited.

If, says our correspondent, the peggers of claims settle down to do some work and are willing to hand over their claims on reasonable terms, something may come of the chrysotile in the future but at present they are mesmerized by the glowing reports from the Transvaal and are asking impossible sums for untried properties.

"**Fifty Suggestions for Increasing your Sales,**" is the title of a most interesting folder recently published by the Norristown Magnesia & Asbestos Company.

This folder has a page devoted to Asbestos Paper, another to Millboard, one to Corrugated Asbestos Board, one to Air Cell Board, and a fifth to Asbestos Rollboard. Each page gives ten suggestions for the use of the particular material described. It is possible that some of our readers would be interested in having a copy of this folder just to keep the uses of these various products in condensed, printed form, before them, and we are certain the Norristown Magnesia & Asbestos Company will be glad to send a copy upon request provided you mention the magazine "ASBESTOS."

**The Amianthus Mine** (Rhodesia) is said to have been discovered by G. A. Troye and A. von Dessauer, who found chrysotile on the farm Jacobsdal, where the mine is located, as far back as 1902.

They had camped there for lunch when engaged on a traverse of the district and were so struck by the asbestos occurrence that they recommended the owners of the farm —The "Sallies" Company—to spend money opening it up. This was not done, however, and the prospect lay untouched for twenty years, when other persons became interested in it, and developed it to the very valuable property as now known.

**The Malipsdrift Area.**

The South African Mining & Engineering Journal of issue August 4th, contains a very interesting account of the asbestos depcsits in the Malipsdrift area. It is impossible to quote this in entirety but we have selected the points of most interest for our readers.

In describing this area, it is said to remind one of a series of giant ripples on the surface of water, suddenly congealed, the result being a parallel series of high mountain ranges with deep valleys between, running roughly east and west. Fibre zones have been picked up, in outcrop, conforming approximately in strike with the run of the mountain ranges and examination of these zones is possible in many deep ravines which branch out from the valleys. The fibre zones can be traced for considerable distances down these ravines and are seen to be dipping at an angle steeper than the general slope of the mountain sides. Consequently, owing to denudation, the lower zones outcrop near to the summits. In some places evidence can be seen of reversed dip on the northern slopes of the ranges, and it is possible that the asbestos-bearing formation may prove to lie in a series of great troughs in the valleys, with the crests of the waves removed by weathering.

In this area it is said that blue and white asbestos are found more or less promiscuously. The blue fibre is mainly distinguishable, chemically, by the presence of rather more soda than the white or amosite, and this type is not only found in close association with amosite but also interleaved. Hand specimens show veins of blue and white fibre, with less than an inch of intervening gangue.

The amosite fibres are of three varieties: a rather coarse variety which after being combed and rubbed between the fingers has a somewhat rasping touch (in color inclined to a glassy purplish tinge when taken from under cover, tho yellowy-brown at outcrop); next a glassy variety with a greenish tinge, resembling chrysotile in appearance but with rather harsher fibres; finally, a soft, white fluffy variety with fine, silky fibres and good tensile strength, promising to attract the attention of spinners.

The South African Consolidated Asbestos is situated

in this area and M. Haskel, Managing Director is devoting a great deal of time and energy to the developing of this property. The fibre found on their three seams, known as the Silky Seam, the T. T. Seam and the S. A. P. line, is said to be high grade with high percentage of long, spinnable fibre, very little of the long coarse fibre prevalent in the Penge area being found here.

It is reported that the company expects to begin actual production from its mill by the end of this month (October).

## White Crocidolite

We have learned recently of a variety of asbestos fibre which is rather different from those presently in use.

This fibre is produced, we believe, in Africa, and the small quantity so far produced is being handled by a firm of merchants in London, under the name of amosite. It is much less harsh than regular amosite, however, and very similar in appearance to crocidolite except that it is white in color.

It is believed that this peculiar material would be admirably suited for spinning purposes.

Further information has been written for, and we hope to have a specimen of the material within a few weeks time.

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QUOTATIONS, LITERATURE and SAMPLES SUBMITTED TO ANYONE INTERESTED.

**General Business.**

Despite the fast approaching election, which is causing even more than the usual undercurrent of excitement, business appears to be going on about as usual. True many businesses are awaiting the result of November Sixth's activities before making decisions on various matters of more or less importance, but as a whole the presidential campaign has caused no very serious ripples on the current of American business.

The basic industries are keeping up to, and in some cases going above, previous levels. Motor car production set a new record in August; building while slacking off some is, nevertheless, ahead of last year (which was a remarkable year in construction activity); the steel industry continues to go forward at a rate ahead of last year. Says "Forbes," "Businesswise, 1928 should end better than 1927."

One American business leader sums up the situation as he sees it by saying

# CONDITIONS

"There is no question that there is plenty of business to be had in the United States in all lines because people have the money and they are ready to spend it. However, there is a tremendous competition for the consumer's dollar." (Forbes, Oct. 1 issue). A hint, by the way, for salesmen.

**Asbestos—Raw Material.**

In commenting on the raw material market in Asbestos, one of our correspondents says:

"There has been no particular change in the condition of the Raw Asbestos market during September. Spinning material is more abundant — one of the Canadian mines recently sold a large quantity of crude and spinning fibre for delivery this year and next. All of the textile manufacturers seem to have been able to obtain sufficient supplies and no plant has shut down for lack of material.

"With winter approaching, production in Canada is not likely to increase even if some of the mines expect to be working in better rock.

TRADE MARK

**"EVERITE"**

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**Shingles**
**Lumber**
**Corrugated Sheets**

**"GIFFA"**

**Decorative**
**Wall Lining**
**(patented)**

The best imitation of Marble Panels measuring 8' 3" x 4'
27 Patterns

**Apply for Prices, Pamphlet and Free Samples**

**Societe Francaise de "l'Everite"**

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**and Bassens nr.**
**Bordeaux**
**(France)**

# AMERICAN ASBESTOS COMPANY

*Manufacturers of*
**Asbestos Textiles**

**NORRISTOWN, PA., U. S. A.**

***Headquarters for Yarns, Cloth, Tapes, Fibres, Brake Linings and Textiles Generally***

WRITE FOR PRESENT PRICES

"Great interest is being taken in molded brake lining. The production of this brake lining has increased rapidly during the past year and a number of cars are now using it as standard equipment. While the use of molded brake lining is undoubtedly increasing, opinion is divided as to the future."

Development of new deposits in Africa is going on rapidly. It is quite likely that a large number of these will end in failure, being, perhaps, the result of misplaced enthusiasm, but it is also almost certain that the great interest displayed in Asbestos in Africa, will result in at least a few new large producers with firm backing.

**Asbestos—Manufactured Goods.**

The market in most manufactured lines is fairly good, and prices are firm.

The insulation industry is beginning to feel the effect of the approaching winter season.

Magnesia is very steady, seasonal increase in demand holding prices firm. Thruout the entire country the relation of supply to demand is about even.

Probably one of the most important developments in the insulation market is the increasing desire on the part of the trade to have aircell covering shipped in cartons instead of crates. There is at the same time a tendency on the part of the manufacturers to make a more durable aircell covering, and one which will satisfy the expressed desire of architects and engineers for better appearance of the finished job. These improvements naturally mean added cost, and it is natural to expect that they will lead to at least a slight increase in price.

In the textile line the most important factor is the potential discontinuance of the use of woven brake lining, hinted at in a previous paragraph. The textile industry has much to fear from such potential elimination of their markets by substitution of this and other sorts, and it behooves all textile manufacturers to be keenly on the alert for danger in this direction. Potential loss of markets because of some invention, or ofttimes merely a freak of fashion, is one of the dangers of American enterprise and should be carefully watched.

# CONTRACTORS AND DISTRIBUTORS PAGE

## THE PIPE COVERING MECHANICS' TOOLS

Several weeks ago one of our readers asked that we publish a brief article concerning the tools used by pipe covering mechanics, and the following information is given as a result of that request.

The cut shows most of the tools necessary. Some mechanics use a mason's hammer; and some use heavy rubber gloves in smoothing up fittings in place of the various trowels shown in the sketch. Also nearly all mechanics use a sail-maker's "palm" in all canvas sewing work.

The tools shown in the illustration are: box and hoe for mixing cement, cement pail, paste pail and brush, crosscut saw for cutting up pipe covering and blocks, snips for cutting cable, shears for canvas, side-cutting pliers for wire, trowels (pointing, English and smoothing) for applying cement, butcher knife and lather's axe for trimming blocks and pipe covering, sail-maker's needle and sewing twine for sewing canvas on special jobs, monkey wrench and screwdriver for odd jobs.

Besides these, ladders, horses and scaffolding are often needed according to the location of the work.

A few general hints may be helpful.

Insulation for pipes comes in moulded sectional form and

# Asbestos Corporation Limited

*The Largest Producers of Raw Asbestos in the World*

| | |
|---|---|
| CRUDES | MILL BOARD STOCKS |
| SPINNING FIBRES | CEMENT STOCKS |
| SHINGLE STOCKS | SHORTS |
| PAPER STOCKS | FLOATS |

Owning and Operating

— Mines —

| | |
|---|---|
| Kings Mines | Thetford-Vimy Mines |
| Beaver Mines | Consolidated Mines |
| B. C. Mines | Federal Mines |
| Fraser Mines | Maple Leaf Mines |

Asbestos Mines, East Broughton

Asbestos Fibre Mines, Black Lake

Black Lake Asbestos & Chrome Mines

HEAD OFFICE

Canada Cement Building

*Phillips Square* - Montreal

Address all Correspondence to

GENERAL OFFICES

THETFORD MINES

Quebec, Canada

for flat surfaces in the form of blocks, but irregular surfaces must be covered with Magnesia or asbestos cement. Magnesia cement is nothing but 85% magnesia in powdered form. This is mixed with water to an easily workable consistency and applied with a trowel. When it hardens it is exactly the same material as the blocks or pipe covering. In covering large fittings, where 85% Magnesia Insulation is used, it is frequently possible to wire on scraps of pipe covering or blocks before applying the cement. This saves material and time, and makes just as good a job, because the cement forms a perfect bond with the scrap.

The cement shrinks on drying, so it should be applied in thin layers (about ¼ in.) Allow each layer to dry before applying the next. The shrinkage cracks do not harm if filled by the next layer.[1] Wet cement will not stick well to hot metal. Wherever it is necessary to apply the cement directly to metal, it is well to start by dabbing on small amounts here and there.

Paste for canvas may be made by stirring up two or three handfuls of starch in a pail of boiling water (heated by blowing in steam) but a special cold-water paste is available for this work and is usually preferred by pipe covering mechanics.

[1]See August "ASBESTOS," page 34, for a good method of applying cement.

## WAGE NOTES

**Akron, O.** Agreement signed March 12, 1928, expires March 1, 1929. Rate $1.25 for mechanics; first year men 65c, second year 75c, third year 85c, fourth year $1.00.

**Cleveland, O.** Agreement signed March 20, 1928, expires March 1, 1930. Rate $1.37½ for mechanics; first year men 60c, second year 75c, third year $1.00, fourth year $1.10.

**Detroit, Mich.** Still working under verbal agreement made several years ago. Rate $1.25 per hour.

**Pittsburgh, Pa.** Agreement has been signed effective October 1st, 1928, and expiring Aug. 31, 1929, rate $1.56.

**Portland, Ore.** Decision of the Arbitration Board established by the Building Trades Council and the Associated General Contractors was handed down August 9, 1928, awarding Asbestos Workers $10 a day, to take effect Jan. 1, 1929, this date being set to allow for the finishing of all outstanding contracts by that time at the old wages—$9.00 a day. The Asbestos Workers in Portland have had a five day week since January 1st, 1927.

## BUILDING

While the number of projects for which contracts were awarded during August exceeded those for July by about 300, the valuation for contracts awarded in August was only $516,-

Eternit
Reg. U. S. Pat. Off.

THIS MARK OF QUALITY IS EMBOSSED ON EVERY ETERNIT ASBESTOS CEMENT PRODUCT

SHINGLES

LUMBER

"Big Seven" CORRUGATED SHEETS

ETERNIT, INC.

BOSTON PHILADELPHIA ST. LOUIS
JACKSONVILLE NEW ORLEANS HOUSTON

Works, St. Louis, Mo.

970,200 compared with $583,432,400 for July. Floor space also showed a decrease in August, the August figure being 78,873,000.

Number of contracts awarded during the first eight months of 1928 totalled 140,398 projects, with floor space of 665,550,400 sq. ft. and valued at $4,545,270,100; for the same period in 1927 the figures were 124,017 projects, 573,481,400 square feet of floor space and a valuation of $4,274,871,100. Building for 1928 is therefore ahead of 1927 up to September 1st.

Preliminary report on September construction activity, puts the September total at $587,674,000, and makes the total for the first nine months of 1928 7 per cent over the corresponding period in 1927.

## AUTOMOBILE PRODUCTION

Production of Automobiles during August 1928, in the United States and Canada totalled 489,674, of which 458,429 were produced in the United States and 31,245 in Canada. Divided as to passenger cars and trucks, 424,963 passenger cars and 64,711 trucks.

The August figure was quite a bit higher than July, when 416,406 motor vehicles were produced.

During August 1927 the total production was 321,352, including 284,520 passenger cars and 36,832 trucks.


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*Save Time and Labor*

Won't Ignite or Mildew

JATON CLOTH
REGISTERED TRADE MARK

Watertight and Oilproof

ARCHITECTS
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CONTRACTORS

change your specifications to

**JATON CLOTH**

for protecting insulation and canvas sewed jobs.

Also for porch decking

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## "CAPE" BLUE ASBESTOS

POSSESSES

DURABLE & NON-CONDUCTING QUALITIES

unequalled by any other asbestos, besides which it has:

(1) Greater tensile strength
(2) Greater specific volume
(3) Greater resiliency

## SPECIALTIES:—

ALL CHEMICALLY PURE i. e. 100% ASBESTOS

"Pluto" Blue Asbestos **Mattresses** for Locomotive and Marine Boilers, etc.

Blue **Cloth** for Acid Filtration

"Bluejacket" **Sectional Covering** for steam pipes (100% Asbestos)

THE RAW MATERIAL IS GRADED AS FOLLOWS:

"S" Crude from ¼ in. to ½ in. in length of fibre
"A" Crude from ½ in. to ¾ in. in length of fibre
"B" Crude from ¾ in. upwards in length of fibre

*Prices for Crude can be obtained on application direct to the Cape Asbestos Co. Ltd.*

The Cape Asbestos Co Limited

Morley House 26-30 Holborn Viaduct London E.C.1.
Factory, Barking, Essex

Telegrams:— "Incorrupt," London. Telephone City 6937

Sole Representatives for the sale of blue manufactured goods in America.

The United States Asbestos Co. Manheim, Penna.

# Little Lessons in Selling[1]

## Sell Your Buyer As He Wants To Be Sold

By John T. Bartlett

"I'll wager it took you half a day to sell James H. Davis," commented the new salesman. "I spent thirty minutes with him, and didn't get started!"

"On the contrary," replied the veteran at selling, "I was with him just six minutes"

"Davis is the kind of man you sell quickly, or not at all, on a proposition like ours, just fair-sized."

With experience in selling we learn that certain types of buyers like to be sold in certain ways. The impulsive type, of which Davis was an example, is quick, jerky in its movement, both physical and mental. It will become deliberate, of course, over a deal of exceptional size. In general, however, you sell it best if you sell it by hitting the high spots in your canvass. You can "rush" this type of customer.

With enthusiasm sweep into your presentation of facts. Take interest, agreement, and, finally, decision for granted. Thus, you keep in step with the buyer's mental processes. You bide by the hunger of his impulsive nature. This type of buyer changes, becomes impatient, over a lengthened, detailed, sales canvass. Your order fades away and is lost.

There is a type, of course, just as opposite in nature It wishes to arrive at a buying decision with precise and detailed attention to the matter. Deliberately, the decision is made. You cannot "rush" this type. Cater to them. Supply an extended sales story.

Then there is the suspicious buyer. Go out of your way to verify claims you make. Demonstrate. Give references. Feature in your guarantee.

Determined by your nature, mood, article to be sold, individual customer and other things, you "feel like" selling a certain way. Disregard this and sell as your customer wants to be sold to. That way, salesmen win.

[1]This is the first of a series of articles prepared especially for salesmen, which will run, one a month, over a period of about a year. We should appreciate having salesmen advise us from time to time whether these sales articles are interesting and helpful.

# ASBESTOS
## FABRICS *and* YARNS

*for Manufacturers of*

BRAKE LININGS

HIGH PRESSURE STEAM PACKINGS AND FRICTION FACINGS

MADE TO SPECIFICATIONS

*Samples and Prices on Request*

We Solicit Your Inquiries

UNION ASBESTOS & RUBBER CO.
18th & So. 54th Ave., Cicero, (Chicago) Ill.

*This page devoted each month to the discussion of brake lining activities by the Asbestos Brake Lining Association*

## CLUTCH FACING STANDARDIZATION

One of the outstanding accomplishments of the last meeting of the Asbestos Brake Lining Association was a definite agreement to standardize on a numbering system and list prices for clutch facings.

In future no member will use his own system of numbers to designate a specific size or drilling of clutch facing; a standard number has been adopted to meet all conditions so that the entire industry will know that a definite catalog number covers only one size of clutch facing with a specific drilling.

As an example, the standard facing for Brown-Lipe Clutch, size 8-7/16 x 6¼ x 5/32" drilled and countersunk will be known thruout the industry as Catalog No. 834. Should this same size facing be used by Brown-Lipe or any other clutch manufacturer and the drilling vary from the standard 834, it would be known as 834-A.

A third variation of drilling in the same size facing necessitates the use of the letter "B," but there will be few cases where more than one or two letters are required.

The same system applies to all other dimensions. The main object is to simplify the numbering system to the uttermost and to avoid prefixes or suffixes to the standard number except where absolutely necessary.

It is believed that the adoption of a definite standard numbering system and a definite set of list prices against which any members may quote whatever trade discounts he chooses, will go a long way toward simplifying practice in the automotive industry for clutch plate reliner.

The new list will be in effect by all manufacturing members not later than January 1st, 1929.

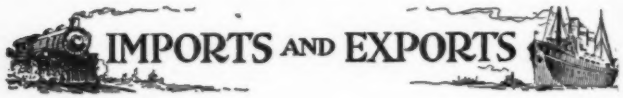
# Asbestos Fibre

*for the manufacture of*

Roofing Cements · Fibrous Paints
Filtration Packings
Asbestos Shingles and Lumber
Insulating Cements
Asbestos Paper · Pipe Coverings
Asbestos Millboard
High Temperature Cements

THE QUEBEC ASBESTOS CORPORATION

*Office and Mines*
EAST BROUGHTON, PROVINCE *of* QUEBEC
CANADA




**Imports into U. S. A.**

*Unmanufactured Asbestos.*

| | August 1927 Tons (2240 lbs.) | Value | August 1928 Tons (2240 lbs.) | Value |
|---|---|---|---|---|
| Africa (Br. S.) | 324 | $ 64,153 | 248 | $ 49,346 |
| Africa (Port. E.) | 75 | 19,385 | ... | ... |
| Africa (Other Port.) | 22 | 5,135 | 23 | 6,217 |
| Canada | 19,412 | 639,298 | 15,382 | 549,661 |
| Germany | 203 | 58,023 | 147 | 40,833 |
| Italy | ... | ... | 3 | 628 |
| Mozambique | ... | ... | 244 | 77,190 |
| Malta, Gozo, etc. | ... | ... | 1 | 84 |
| United Kingdom | ... | ... | 35 | 10,059 |
| | 20,036 | $785,994 | 16,083 | $734,018 |
| *Tabulation of Crude only:* | | | | |
| Africa (Br. S.) | 324 | $ 64,153 | 203 | $ 44,840 |
| Africa (Port. E.) | 75 | 19,385 | ... | ... |
| Africa (Other Port.) | 22 | 5,135 | 23 | 6,217 |
| Canada | 339 | 89,685 | 383 | 107,468 |
| Germany | 203 | 58,023 | 147 | 40,833 |
| Italy | ... | ... | 2 | 559 |
| Mozambique | ... | ... | 244 | 77,190 |
| United Kingdom | ... | ... | 33 | 9,795 |
| | 963 | $236,381 | 1,035 | $286,902 |

Of the remaining material 7,345 tons valued at $325,923 was Mill Fibre, and 7,703 tons, valued at $121,193, was of lower grades, divided as follows: From Italy, 1 ton of Mill Fibre valued at $69; from Malta, Gozo, etc., 1 ton of Mill Fibre, valued at $84; from the United Kingdom, 2 tons of Mill Fibre valued at $264; from British South Africa, 45 tons of Mill Fibre, valued at $4,506, and from Canada, 7,296 tons of Mill Fibre valued at $321,000, and 7,703 tons of Mill Fibre valued at $121,193.

*Manufactured Asbestos Goods:*

| | August 1927 Pounds | Value | August 1928 Pounds | Value |
|---|---|---|---|---|
| *Yarn—* | | | | |
| Germany | 661 | $ 508 | ... | ... |
| United Kingdom | 40,580 | 11,531 | 22,271 | 6,305 |

## ASBESTOS

| | August 1927 Pounds | August 1927 Value | August 1928 Pounds | August 1928 Value |
|---|---|---|---|---|
| *Fabrics, Woven—* | | | | |
| United Kingdom .... | 6,882 | 4,880 | 5,038 | 4,191 |
| *Packing, Fabric—* | | | | |
| Germany ..... | ... | ... | 113 | 138 |
| United Kingdom .... | 4,891 | 1,844 | 6,770 | 1,993 |
| *Packing, Not Fabric—* | | | | |
| Austria ..... | 3,056 | 691 | ... | ... |
| Canada ..... | ... | ... | 195 | 59 |
| Germany ..... | 3,944 | 878 | 2,153 | 688 |
| Hungary ..... | ... | ... | 461 | 125 |
| United Kingdom .... | 480 | 96 | 7,914 | 2,565 |
| | 7,480 | $1,665 | 10,723 | $3,437 |
| *Paper and Millboard—* | | | | |
| Norway ..... | ... | ... | 316 | 57 |
| United Kingdom .... | ... | ... | 300 | 82 |
| *Shingles, Slate, Wood and Lumber—* | | | | |
| Belgium ..... | 4,874,254 | 67,013 | 1,331,964 | 19,632 |
| Canada ..... | 41,575 | 1,781 | 51,600 | 3,967 |
| France ..... | 7,586,569 | 96,580 | 511,803 | 7,353 |
| Germany ..... | 384,605 | 6,726 | 78,547 | 1,409 |
| Netherlands ..... | 938,268 | 18,122 | 616,485 | 10,834 |
| Yugoslavia ..... | 8,390 | 195 | ... | ... |
| | 13,833,661 | $190,417 | 2,590,399 | $43,195 |
| *Asbestos Cement*—None. | | | | |
| *Other Manufactures—* | | | | |
| Canada ..... | 2,101 | 109 | ... | ... |
| France ..... | ... | ... | 86 | 16 |
| Germany ..... | 94 | 153 | 73 | 20 |
| United Kingdom .... | 4,052 | 6,163 | ... | ... |
| | 6,247 | 6,425 | 159 | 36 |
| *Grand Total .....* | *13,900,402* | *$217,270* | *2,636,089* | *$59,434* |

*Shingles, Slate, Wood and Lumber—By Districts.*

| | August 1928 Pounds | August 1928 Value |
|---|---|---|
| Florida ..... | 113,340 | $ 1,912 |
| Galveston ..... | 101,550 | 1,725 |
| Michigan ..... | 51,225 | 3,954 |
| New York ..... | 478,228 | 9,627 |
| New Orleans ..... | 1,660,324 | 23,241 |
| Philadelphia ..... | 157,257 | 2,449 |
| Pittsburgh ..... | 28,100 | 274 |
| St. Lawrence ..... | 375 | 13 |
| | 2,590,399 | $43,195 |
| *Previous month (July 1928) See September number .....* | *2,972,320* | *$42,758* |

**Exports from U. S. A.**

*Exports of unmanufactured asbestos* during July 1928 amounted to 30 tons, valued at $18,725, as compared with 34 tons during July 1927 valued at $5,332. (Tons—2240 lbs.)

*Exports of manufactured Asbestos goods:*

| | July 1927 | | July 1928[1] | |
|---|---|---|---|---|
| | Pounds | Value | Pounds | Value |
| Paper, Mlbd. & Rlbd. . | 99,198 | $10,983 | 142,995 | $ 13,145 |
| Pipe Covg. & Cement . | 695,274 | 42,578 | 349,565 | 19,737 |
| Textiles, Yarn & Pkg. | 142,695 | 70,755 | 138,220 | 74,645 |
| Brake & Clutch Lin'g | 43,470 | 27,127 | 750,003 li.ft. | 121,886 |
| Magnesia & Mfrs. of.. | 604,591 | 21,247 | 523,455 | 31,296 |
| Asbestos Roofing .... | 7,256 sqs. | 43,490 | 7,478 sqs. | 52,202 |
| Other Manufactures .. | 160,430 | 25,039 | 213,097 | 41,957 |

[1] One month behind imports.

**Exports of Raw Asbestos from Canada.**

| | August 1927 | | August 1928 | |
|---|---|---|---|---|
| | Tons (2000 lbs.) | Value | Tons (2000 lbs.) | Value |
| United Kingdom ..... | 1,030 | $ 71,975 | 710 | $ 53,817 |
| United States ..... | 7,222 | 428,567 | 6,884 | 443,581 |
| New Zealand ..... | ... | ... | 3 | 195 |
| Australia ..... | 135 | 9,450 | 145 | 10,875 |
| Belgium ..... | 775 | 54,825 | 100 | 11,250 |
| Denmark ..... | 63 | 5,845 | 55 | 3,850 |
| France ..... | 410 | 31,500 | 947 | 67,605 |
| Germany ..... | 1,303 | 107,620 | 437 | 46,219 |
| Spain ..... | ... | ... | 55 | 3,500 |
| Italy ..... | 182 | 13,988 | 47 | 4,500 |
| Japan ..... | 1,203 | 65,725 | 1,500 | 87,900 |
| Netherlands ..... | 175 | 12,025 | 119 | 10,225 |
| | 12,498 | 801,520 | 11,002 | 743,517 |
| *Sand and Waste—* | | | | |
| United Kingdom ..... | 175 | 4,375 | 130 | 2,875 |
| United States ..... | 12,589 | 200,146 | 8,981 | 140,850 |
| Australia ..... | ... | ... | 4 | 100 |
| Belgium ..... | ... | ... | 60 | 1,500 |
| France ..... | ... | ... | 40 | 1,000 |
| Germany ..... | 290 | 6,650 | 100 | 2,500 |
| Spain ..... | ... | ... | 8 | 100 |
| Japan ..... | ... | ... | 25 | 875 |
| Netherlands ..... | 60 | 1,200 | ... | ... |
| | 13,114 | 212,371 | 9,348 | 149,890 |
| *Grand Total* ..... | *25,612* | *$1,013,891* | *20,350* | *$893,317* |

# CYPRUS ASBESTOS COMPANY

LIMITED

*PRODUCTION*

*of*

*CYPRUS FIBRE*

*1925 - 1928*

SOLE SELLING AGENTS

**CYPRUS TRADING CORPORATION, Ltd.**

**49 ST. JAMES'S STREET, LONDON, S. W. I.**

**Imports and Exports by England.**

*Imports of Raw Material.*

| | August 1927 Tons (2240 lbs.) | Value | August 1928 Tons (2240 lbs.) | Value |
|---|---|---|---|---|
| From Rhodesia | 353 | £ 9,355 | 1,468 | £50,504 |
| From Canada | 885 | 15,224 | 766 | 12,685 |
| From Other Countries | 343 | 8,866 | 767 | 20,917 |
| | 1,581 | 33,445 | 3,001 | 84,106 |
| Re-Shipments | 40 | 1,208 | 550 | 16,711 |
| *Exports of Manufactured Asbestos Goods:* | | | | |
| To Netherlands | 47 | 6,682 | 85 | 5,845 |
| To France | 27 | 6,035 | 33 | 11,466 |
| To U. S. A. | 26 | 5,233 | 14 | 2,787 |
| To British India | 1,058 | 20,387 | 908 | 19,374 |
| To Australia | 58 | 9,213 | 60 | 9,775 |
| To Other Countries | 2,195 | 84,468 | 2,683 | 96,209 |
| | 3,411 | £132,018 | 3,783 | £145,456 |

PRODUCTION STATISTICS (Continued from page 43)

**Canada.**

Preliminary report on the Mineral Production of Canada during the six months ending June 30, 1928, issued by the Dominion Bureau of Statistics at Ottawa under date of August 21st, gives production of Asbestos in Canada for that period as 120,792 tons, valued at $4,892,209, all of this being produced in the Province of Quebec.

During the same period in 1927 123,730 tons, valued at $4,685,706 were produced.

**TAPE**
AND LISTINGS

Write For Samples and Prices
ATLAS ASBESTOS CO.
NORTH WALES, PA.

We are in the market for
***Crude Asbestos Fibre of All Kinds***
and have for sale
**Metallic Yarn Waste**

**E. GROSS & CO., INC.**
HARTFORD CONN.

**Africa (Rhodesia).**

*Bulawayo District.*

| | June 1928 Tons (2000 lbs.) | Value |
|---|---|---|
| Nil Desperandum and Sphinx (Afr. Asb. Mng. Co. Ltd.) ..... | 707.85 | £15,439 10 0 |
| Norma (United Mining and Gen. Tr. Ltd.) ..... | 33.00 | 660 0 0 |
| Pangani (J. S. Hancock) ..... | 22.53 | 304 3 1 |
| Shabanie (Rho. & Gen. Asb. Corp. Ltd.) ..... | 1,757.64 | 35,152 14 0 |
| *Lomagundi District.* | | |
| Ethel (Union & Rho. Tr. Ltd.) ..... | 27.50 | 550 0 0 |
| Ethel Adjustment, Oct. 1927 to Mar. 1928 ..... | .... | 1,381 5 8 |
| *Victoria District.* | | |
| Gath's (R. & Gen. Asb. Corp. Ltd.) | 824.16 | 16,483 4 0 |
| King (R. & Gen. Asb. Corp. Ltd.) .. | 394.72 | 7,894 8 0 |
| | 3,767.40 | £77,865 4 9 |
| Less overdeclared, Gaths: Jan. 1928 .....£558 2 3 Adjustments, 3/31/27 783 17 10 | | 1,342 0 1 |
| Total ..... | 3,767.40 | £76,523 4 8 |
| *Production during June 1927 ...* | *2,949.74* | *£53,684* |

**Africa (Union of South Africa).**

| | June 1927 Tons (2000 lbs.) | Value | June 1928 Tons (2000 lbs.) | Value |
|---|---|---|---|---|
| *Transvaal* | | | | |
| Amosite ..... | 574.50 | £ 5,640 | 384.86 | £ 3,877 |
| Chrysotile ..... | 743.00 | 12,360 | 898.00 | 13,275 |
| Blue ..... | ..... | ..... | ..... | ..... |
| *Cape* | | | | |
| Blue ..... | 324.67 | 6,208 | 287.21 | 5,834 |
| | 1,642.17 | £24,208 | 1,570.07 | £22,986 |

**Cyprus.**

August 1928 ..... 2,416 tons (2240 lbs.)

August 1927 ..... 2,262 tons (2240 lbs.)

(See previous page for Canadian production)

# NEWS OF THE INDUSTRY

ASBESTOS SHINGLES, CORRUGATED SHEETS & LUMBER
ASBESTOS MOLLITH CEMENT
TRADE MARK
MOLLITH ASBESTOS CEMENT WORKS
BELGIUM
BETON & MOLLITH, S.A. — MOLL.
Telegrams "Mollith Moll"
Bentley's Code Used

**Birthdays.** Our birthday list this month contains the names of Sidney L. Plant, President of the Plant Rubber & Asbestos Works of San Francsico (recently purchased by Paraffine Companies, Inc.) whose birthday occurs on October 22nd; A. C. Jones, President, Staybestos Mfg. Company, Germantown, Philadelphia, October 25th; A. K. Burgstresser, President, Norristown Magnesia & Asbestos Company, Norristown, Pa., October 26th; A. L. Wade, Superintendent of the Jamieson Asbestos Company, Montreal, P. Q., Canada, October 28th; H. Parkinson, Head of Asbestos Division, George MacLellan & Co., Ltd., Maryhill, Glasgow, Scotland, November 13th.

**The Sall Mountain Company** on October 1st, 1928, moved its general offices to 176 West Adams Street, Suite 1444 Midland Bldg., Chicago, Ill. Their telephone number, Randolph 7854, remains unchanged. They were formerly located at Marquette Bldg., 140 S. Dearborn St., Chicago, Ill.

**Paraffine Companies,** Inc., 475 Brannan street, San Francisco, Calif., has purchased the Plant Rubber & Asbestos Works of that city. Details of the transfer are being worked out at the present time, and names of officers, etc., will be announced later.

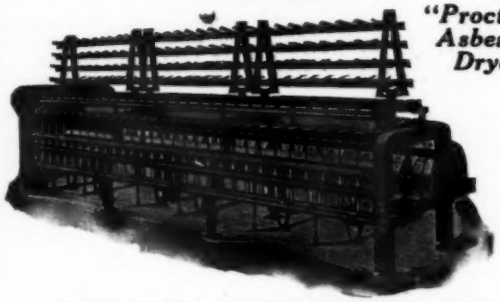
**Emsco Asbestos Company,** Downey, Calif., has recently been incorporated under the laws of California, with capital of $500,000, divided into five thousand shares of stock at $100.00 par value. There will be no change in the personnel of the company.

**Johns-Manville General Conference.** All sections of the United States and Canada and all phases of the business were represented at the First Annual General Conference of executives of the Johns-Manville Corporation, September 17th, 18th and 19th, at the Ambassador, New York City.

## ASBESTOS YARN MACHINERY

*"Smith-Furbush"*

*"Proctor" Asbestos Dryers*



**PROCTOR & SCHWARTZ, INC.**

*Formerly Smith & Furbush Machine Co.*

**Seventh St. & Tabor Rd., Philadelphia, Pa.**

## Nederlandsche Asbest My.

Importers of Asbestos
Crudes and Fibres

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Western Union
Lieber's Code
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Bentley's Complete
Phrase Code

The ninety men who made up the Conference group included the officers and major department heads of the New York headquarters office, and the entire roster of Division and District Sales Managers and Factory Managers.

All of the six half-day sessions and the banquet concluding the Conference were held at the Ambassador. The programs were composed of prepared papers and talks on the major problems and policies of Johns-Manville for 1929 and afforded opportunity for approximately sixty-five different men to appear before the Conference group.

**The Southern Asbestos Company,** with plants located at Charlotte and Lincolnton, N. C., reports for the fiscal year ended June 30, after all charges, net earnings of $402,098 available for common stock, which is equivalent to $6.79 per share, against $185,985 in 1927, or $3.14 per share.

**Asbestos Covering & Supply Company,** 1037 Sixth Avenue South, Seattle, Wash., on September 1st placed C. A. Pattison in charge of their distribution of Johns-Manville Packing & Power Specialities. Mr. Pattison has been manager of the J. M. Portland, Ore., branch for the past four years.

**Chrysotile Asbestos Company, Limited,** is being formed for the purpose of developing and working asbestos deposits in the Belfast district four or five miles east of Dullstroom. It is reported that fibre of excellent quality has been exposed, increasing from ⅛ in. at the outcrop, to ¾ in. as the headings have advanced. The property has been favorably reported on by S. Kennedy, late Manager of the Buffalo Asbestos Company of Natal, and Mr. Kennedy, who is advising the Company is responsible for an effective plant at Dundee, said to have been completed very economically. Mining conditions are said to be easy as the fibre can be opened up wholly by adit work, while water is available from a river which winds round the hill on the property and mining timber can also be secured on the property.

The capital of the company is £25,000 in 5s. shares, working capital to be £10,000, vendors to receive £10,000 in shares, £5,000 held in reserve.

**African Asbestos Trust Ltd.,** have invited tenders for the cartage of approximately 150 tons per month of coal, general mining stores, etc., from Carolina Station to the mine on farm Kaalkloof No. 250, district Carolina.

**Rhodesian & General Asbestos Corporation, Ltd.** Sir Edmund Davis, in speaking at the Bechuanaland Exploration meeting during August, stated that the production from the Rhodesian and General Asbestos Coporation, Ltd., should gradually increase, and before the end of this year, the output from this property should increase to 28,000 tons per year, well in excess of its guaranteed tonnage to the new railway—25,000 tons.

**Michael Haskel.** The opening up of properties in the Pietersburg District in Africa, is said to be directly due to the energy

and perseverance of Michael Haskel, who while in Europe several years ago devoted a great deal of time to the study of asbestos markets, and upon his return to Africa became interested in the properties in the Pietersburg District.

Mr. Haskel has disposed of a number of asbestos propositions to big houses on the Rand and elsewhere, and is now especially interested in the S. A. Consolidated Asbestos Limited, which he has had thoroly prospected, surveyed and beaconed. He is also developing other deposits and his efforts will undoubtedly prove of much benefit to asbestos production in South Africa.

**Chunes Asbestos, Limited.** The Minister of Mines and Industries of South Africa, visited the Chunes Asbestos mine during August.

Considering that this property was virgin veld six months ago, great strides have been made. A branch road three miles long has been built right up to the mine. Temporary quarters have been provided. Trucks, rails and other mining equipment have been installed. Piping has been laid providing an excellent water supply from the mountain spring. Thousands of bricks have been made and burnt and two of the permanent staff houses are up to window sill height.

Fifteen tons per week of asbestos fibre is being railed to the asbestos manufacturing companies at Durban and Johannesburg, but the factories require treble that amount and a power plant, crushers and graders are being rushed forward as quickly as possible. Production will increase as labor is released from the construction work, road-making, etc., together with the recruiting of fresh labor.

**The Asbestocement Manufacturing Company** of Johannesburg and Durban are at present erecting a factory for the manufacture of asbestos cement pipes.

**The Selig Asbestos Mines Limited,** which were casually mentioned in our July number, controls a property situated about sixty miles southeast of Pietersburg, consisting of 893 claims, with mineral rights over 1,400 claims, and the freehold farm Baviaanskloof 2600 acres in extent.

The capital of the company is £40,000 in 5s shares, of which £10,000 is working capital.

The Directors are Colonel Donaldson, Messrs. W. Carlis and H. Selig.

The property is situated in hilly country in the neighborhood of amosite and blue asbestos mines in the Malips Drift district, lately come into prominence. Blue asbestos has been opened up on the property but development has been confined to the occurrences of amosite outcropping in the hills. About five hundred feet of development work has been done in various adits and workings. The amosite occurs in interbedded seams or veins in ferruginous shale.

A small mill has been erected, driven by a suction gas plant, the output of the mill being estimated at 300 tons a month. A

rock crusher, rolls and a trommel comprise the plant at present The output is somewhat restricted by the shortage of native labor, only 120 natives being available.

W. F. Ryan is manager of the property. Transport to Pietersburg is difficult but it is stated that the Union Government has undertaken to improve the direct road which will appreciably shorten the distance to the railway.

**Mashaba.** The Regina claims near the Gath mine, are being opened up in the Mashaba District, as well as the Monarch and other properties. H. J. Salisbury Jones of Johannesburg is investigating the prospects of the Murie claims.

**The Palco Engineering Corporation** of 11 Broadway, New York City, has recently been appointed representative of Gillespie Sons of San Francisco, in New York, New Jersey and Connecticut, for the distribution of the well known Bramec brand Metallic Brake Linings and Friction Shoes.

**The Western Loggers Machinery Company,** 82 Fourth Street, Portland, Ore., has been appointed as agent for the distribution of Bramec Brake Linings thruout the State of Oregon.

Western Canadian Distributors are Petters (Ipswich) Limited, 837 Batty Street, Vancouver, B. C.

**Keasbey & Mattison Company.** A conference of branch managers and distributors, also representatives of Sales Organizations handling K. & M. products, was held in Ambler, on September 25th, 26th and 27th.

The conference discussed various subjects in connection with sales methods, and, it is believed proved interesting and instructive to those in attendance.

The men who attended the conference were entertained at the Penn Athletic Club, Philadelphia during their stay.

**H. B. Maufe, Director of Geological Survey,** of Southern Rhodesia, has very kindly supplied us with a mineral map and a geological map of Southern Rhodesia, a report of the Secretary, Department of Mines, on Mines, for the year 1927, and a copy of a paper by F. E. Keep, M. Sc., A. M. Inst. P. T., Mining Geologist, S. Rhodesia Geological Survey, on "Observations on the Shabani Chrysotile-Asbestos Deposits."

We will be glad to lend this paper to any one interested in reading it, and the maps and Mines reports can be seen at this office at any time.

**The Norristown Magnesia & Asbestos Company,** Norristown, Pa., has recently issued some very attractive pamphlets, advertising their several commodities. "Reducing Storage Space" which features their carton for air cell covering, "Two Cardinal Points of Heat Insulation," "Creating Future Orders," "Creating Sales Opportunities," are the titles of some of these pamphlets. All the pamphlets are printed in two colors, green and black, and blotters in the same colors have also been issued by the Norristown Company.

**Oliver Bowles** of the U. S. Bureau of Mines has recently

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written a brochure on Asbestos, being a general resume of properties, uses, market conditions, imports, production, etc.

**The Mellon Institute of Industry Research** is planning a series of lectures open to students of industrial chemistry and chemical engineering in the University of Pittsburgh. Two of the papers presented are of interest to the Asbestos Industry; "Asbestos and Magnesia Products" by Henri Marc, to be given on December 3rd, and "Heat Insulation" by R. H. Heilman, on December 10th.

**African Asbetos Trust.** The statutory report of the African Asbestos Trust states that the total number of shares allotted is 450,000, upon each of which £1 has been paid in cash, or cash receipts of £450,000 plus sundry receipts £322, making £450,322. Payments comprise preliminary expenses £2,158, on account of purchase price £362,350, other payments £2,270, leaving a balance of £83,542. Expenditure and estimated expenditure of preliminary expenses are as follows: Capital duty £1,250, legal expenses £903; printing, stationery, advertising, revenue stamps on shares and sundry expenditure £1,500; estimated additional expenditure to cover cost of transfer and stamp duty payable to Government, together with contingent legal expenses, £8,000; total £11,653.

**Thomas R. Johnston,** who has been with the Asbestos & Mineral Corporation of New York City since the company started, and was with the late Walter R. Leventritt before the A. & M. was organized, is now with Williams, Brochu & Co., Mining and Investment Brokers of Montreal. Tom can't leave the mining game.

**Eternit, Inc.,** as of October 1st, moved its general executive offices to its factory in St. Louis, the address being 9200 Riverview Drive, St. Louis, Mo.

**"Insulating Pipes and Tanks in an Oil Refinery"** is the title of an article which was published in the September 25th issue of "Power." Its author is H. L. Kauffman, an Engineer of Denver, Colo.

**Merritt Rubber & Equipment Company,** P. O. Box 5439, Philadelphia, has been formed by M. T. Rhodes, formerly Treasurer and Sales Manager of the Linear Packing Company.

The company handles mechanical rubber goods, piston and sheet packings of all descriptions, rubber hose, belting and sheets.

Mr. Rhodes will appreciate greatly any inquiries his old friends in the Asbetos Field may see fit to send him on mechanical packings and rubber items.

**Asbestos & General Trust Limited,** mention of which was made in our September number, has been formed to acquire four blocks of Asbestos claims in the Mashaba district of Southern Rhodesia, known as "The Sapientia Asbestos Mine and its Extension." Nominal Capital of the company is £220,000, and ample

# Asbestos Yarn Machinery

We wish to call to your attention that we can supply asbestos yarn manufacturers (and have for many years) the following machines:—

**Automatic Card Feeds**

**Breaker and Finisher Full Roller Cards**

**Camel Back Feeds**

**Derby Doublers**

**Condensers**

**Spinning Frames**

**Ring Twisters**

**Flyer Twisters**

## WHITIN MACHINE WORKS

**Whitinsville, Mass., U.S.A.**

**Charlotte, N. C.** **Atlanta, Ga.**

working capital is being provided for the erection of suitable Mill and operations at the Mines.

Directors are E. Dutchman, A. G. Pryce-Williams, and R. C. B. Cave. London address is 122/3 Moorgate Station Chambers, London, E. C. 2.

The Secretary of the Company writes us that the mines are estimated to be capable of an output of up to 200 tons of Asbestos a month, and the mill being erected is said to be of this capacity.

The Sapientia Mine it is reported has been developed by shafts, drives and underground workings connected with a large open quarry, and it is anticipated that an output of about 50 tons a month will be obtained within a few months of the commencement of working operations.

**Abbaye Development Co., Ltd.,** is reported have acquired three firm options to acquire two producing asbestos properties and one important concession, and are in negotiation to obtain control of a fourth producing property.

This company was formed originally to exploit tin on the West Coast and Portugal.

The co-operation of an outside group of asbestos interests was obtained, and a syndicate formed by the name of Asbestos Production, Ltd., to handle these options, the Abbaye Development Company having a two-thirds interest therein.

Local inquiries in Africa fail to elicit any information and the location of the deposits has not been disclosed.

**C. T. Teagle.** It is reported by the Mining and Industrial Magazine, that C. T. Teagle, has secured a short option on the asbestos field lately discovered by Fraser and Batt, situated about 40 miles southeast of Kafue Bridge.

**Bell Asbestos Mines., Inc.,** of Thetford Mines, P. Q., Canada, have appointed the following Sales Agents for the sale of Crude Fibre mined by that Company.

A. A. Brazier & Co., Tower House, 40, Trinity Square, London, E. C. 3, England; E. R. Flint, 43 Rue de Lille, Paris (VIIa) France; Ernest Keiler, Jr., Neuerwall 54, Hamburg, Germany; R. Cametti & Company, Via Malta 13 Russo, Genoa, Italy.

**Flintkote Company—Royal Dutch Shell Company.** The roofing division of the Asbestos Industry will be interested in the partnership between the Flintkote Company of Boston, Mass., and the Royal Dutch Shell Group.

Mr. Chester E. Rahr, President of the Flintkote Company has recently returned from London where he concluded negotiations with officials of the Royal Dutch Shell Group, subject to approval of Flintkote Stockholders, and counsel. It is expected that the new arrangements will become effective about the first of the year.

There will be no change in Flintkote management except the strengthening of the present Board of Directors by the addition of a number of representatives of the Royal Dutch Shell Group.

The partnership will join the patents and research and de-

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**CRUDES — FIBRES — CEMENTS**

**Highest Quality**

***The Expert Examination of Asbestos Properties***

# High-Grade Asbestos Textiles

CARDED FIBRES
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PLAIN AND METALLIC CLOTHS
BRAIDED AND WOVEN TAPES
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GASKETS, SEAMLESS AND JOINTED
PACKINGS, STEM AND HIGH PRESSURE
WICK AND ROPE

**ASBESTOS FIBRE SPINNING COMPANY**

NORTH WALES, — PENNA.

velopment work of both companies the world over, pertaining to asphalt, asphalt emulsions and asphalt shingles and roofing.

The Royal Dutch Shell facilities extend to every port in the world, and their co-operation will aid Flintkote in expanding its activities on an international scale.

**The Bear Canyon Asbestos Company,** a corporation operating in Arizona, has been formed and will operate a number of claims in Bear Canyon, which is situated about twenty-five miles from Globe, Arizona. The "prospects" are of a high grade Chrysotile asbestos, and the fact that it will be operated under the supervision of persons long familiar with the mining and merchandising of asbestos fibres lends color to the belief that this corporation may later on be an active unit in the asbestos fibre field.

Dr. Richard V. Mattison is President and Mr. Royal Mattison is Eastern Vice President; while Mr. Frank J. Lunn is Resident and Western Vice President of the Company.

General business of the corporation will be transacted at Ambler, Pennsylvania, U. S. A. All of the commercial grades of asbestos will be produced.

## PATENTS

**Millboard Product and Process.** No. 1,678,345. Granted on July 25th, to R. V. Mattison, Ambler, Pa., assignor to Keasbey & Mattison Company. Filed June 25, 1921. Serial No. 480,356.

Described as a composition comprising hydraulic cement, asbestos fibre and an evenly divided precipitated calcium carbonate.

**Millboard Product and Process.** No. 1,678,346. Granted on July 24th, to R. V. Mattison, Ambler, Pa., assignor to Keasbey & Mattison Company. Filed June 25, 1921. Serial No. 480,356. Divided and this application filed Feb. 12, 1924, Serial No. 692,431. Renewed June 11, 1928.

Described as a composition comprising colloided hydraulic cement, fibrous material, calcium hydrate and precipitated calcium carbonate, the mixture being subjected to pressure before the cement sets.

**Brake Lining.** No. 1,678,305. Granted on July 24, to Edward Slade, New York City. Filed Dec. 7, 1922. Serial No. 605,524.

Described as friction lining comprising a laminated fabric, including a weft of strands of fibrous material and wire, and a warp of strands of wire alone, and staples extending thru and securing the laminations together, the latter strands and the staples extending longitudinally of the line of strain on the lining.

**ASBESTOS**

**Offers required in any quantities for Great Britain and European Markets from Producing Companies, Merchants or Agents. Any reasonable terms arranged. Reply to S. Rhys, 59/60 Mark Lane, London, E. C. 3.**

# THIS AND THAT

Our correspondents in Africa should plainly mark any newspaper clippings or other articles, with their name and address. Several items of this sort have been received recently and we are unable to tell from whom they came.

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Miners of Asbestos are requested to get in touch with this office if they wish Japanese representation.

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Those interested in the geology of Asbestos will like to read the article mentioned on another page of this issue, concerning the Shabani Chrysotile Asbestos Deposits, written by F. E. Keep. We can lend our copy to anyone interested.

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You may marvel sometimes how such-and-such a man has been able to build up an organization, but you would marvel still more if you could meet some of his employees.

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In considering these new African Asbestos developments, remember that the acid test of the worth of an asbestos property is output, and until the output stage is reached too much notice should not be taken of the enthusiastic statements made. Let them show us, in other words.

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Our November number will contain a very interesting article on the mysteries of acoustics and acoustical treatment, and will tell how asbestos helps to eliminate noise. The article is written by a competent acoustical engineer and will be of interest to all.

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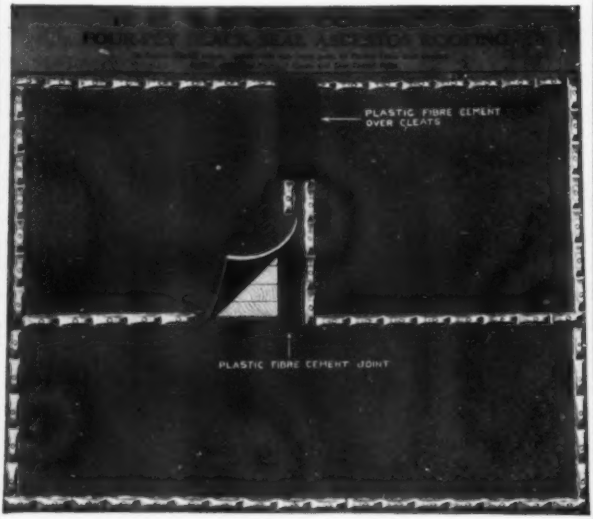
And your husband has a prosperous business, I suppose?

Oh yes, he is taking in a lot of money. Only last night he told me a receiver was to be appointed to assist him.

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**Steam Pipe and Boiler Insulation and Locomotive Lagging**

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**That is Structurally Strong and Permanently Effective**

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